

# Illinois Department of Commerce and Economic Opportunity

## IEN Report for December

	December	CY08	FY09	HISTORICAL TO DATE	TOTALS 03-TO DATE
<b>Total SBDC Network Customers Served</b>	2,328	33,792	17,758	660,450	234,082
<b>SBDC Customers Served (all activities)</b>					
Total SBDC Clients Counseled:	1,248	10,155	5,555	276,765	67,323
Total SBDC Counseling Hours:	8,363	63,278	29,201	1,009,868	423,227
Average Hours Per Case:	6.70	6.23	5.26	3.65	6.29
SBDC Training Attendees:	711	14,391	6,983	305,384	117,422
Minority Clients Counseled: (all sessions)	333	2,954	1,542	45,766	17,748
Minority Training Attendees:	95	3,705	1,944	54,126	20,820
Women Clients Counseled: (all sessions)	441	3,737	2,024	80,914	25,176
Women Training Attendees:	303	5,699	2,838	120,276	43,390
<b>Procurement Technical Assistance Centers</b>					
PTAC Clients Counseled	286	1,981	1,381	12,485	11,141
Initial PTAC Counseling Sessions	61	786	449	18,346	3,817
All PTAC Counseling Sessions	465	6,930	3,713	46,408	38,539
Total PTAC Counseling Hours:	680	9,581	5,150	63,215	53,355
Average Hours Per Case:	2.38	5	3.73	5.06	4.79
Total PTAC Clients Trained:	22	6,479	3,390	39,697	26,606
Minority Businesses Counseled: (all sessions)	51	2,606	1,272	34,453	11,051
Women Businesses Counseled: (all sessions)	97	2,479	1,438	38,153	13,958
<b>Economic Impact of Assistance Provided:</b>					
SBDC Jobs Created:	379	4,757	2,377	68,423	21,793
SBDC Jobs Retained:	938	6,929	2,597	86,117	31,558
SBDC Total Loans Secured:	58	470	223	8,706	2,832
SBDC Loan Dollars Assisted: \$	\$9,632,600	\$102,548,068	\$40,577,710	\$1,492,958,901	\$535,968,809
SBDC Total Non Debt Financing:	90	751	373	4,094	3,450
SBDC Non Debt Financing: \$	\$6,334,223	\$59,607,182	\$22,124,284	\$362,026,052	\$284,315,851
SBDC New Business Starts:	37	369	173	9,947	2,327
SBDC Existing Business Expansions:	40	243	95	3,934	1,083
PTAC Jobs Created:	24	770	287	10,940	4,206
PTAC Jobs Retained:	246	2,856	1,992	34,322	13,043
PTAC Contracts Assisted:	131	5,542	769	48,677	17,549
PTAC Contract \$ Assisted:	\$9,090,552	\$1,106,115,109	\$564,617,342	\$6,453,413,147	\$3,714,050,047
ITC Sales Assisted: \$	\$4,055,000	\$172,531,329	\$15,150,589	\$1,110,637,464	\$707,709,138
NOC Sales Assisted: \$	\$0	\$33,200,000	\$0	\$362,848,900	\$261,548,731
<b>First Stop:</b>					
Start up Kits:	0	0	0	75,957	25,442
Regulatory / Assistance Information:	564	9,220	4,063	190,938	95,773
<b>Office of Regulatory Assistance:</b>					
Draft Regulations Reviewed:	43	429	190	9,249	2,340
Draft Regulations Commented On:	9	102	51	1,299	582
<b>Environmental Assistance Program:</b>					
Total Businesses Assisted:	80	8,369	391	122,542	15,854
Total Helpline Calls Received:	74	733	263	11,443	4,361

**Illinois Department of Commerce and Economic Opportunity**  
**IEN Report for December**  
**Breakdown of Funding Sources**

	December	CY08	FY09	HISTORICAL TOTALS TO DATE	TOTALS 03-TO DATE
<b>International Trade Center Clients Served:</b>					
Total ITC Clients Counseled:	62	584	294	9,682	4,392
Total ITC Counseling Hours:	1,070	6,148	2,946	52,465	40,574
Average Hours Per Case	17	11	10		56
ITC Clients Trained:	78	562	163	11,863	4,562
Minority Clients Counseled: (all sessions)	3	57	20	554	443
Women Clients Counseled: (all sessions)	10	82	35	705	561
ITC Jobs Created	6	299	19	1,123	878
ITC Jobs Retained	61	720	314	2,810	1,814
<b>Nafta Opportunity Trade Center Clients Served:</b>					
Total NOC Clients Counseled:	11	193	156	3,391	2,029
Total NOC Counseling Hours:	711	2,811	1,048	22,240	18,699
Average Hours Per Case	65	15	7		60
NOC Clients Trained:	43	120	59	4,845	3,631
Minority Clients Counseled: (all sessions)	0	9	8	135	108
Women Clients Counseled: (all sessions)	4	27	19	325	263
NOC Jobs Created	0	72	0	617	564
NOC Jobs Retained	0	21	0	2,077	1,621
<b>SBDC Day Care Center Clients Served:</b>					
Total Day Care Clients Counseled	10	65	29	483	343
Total Day Care Counseling Hours	22	209	82	1,536	1,083
Average Hours Per Case	2	0	3	3	8
Day Care Clients Trained	0	472	169	5,427	4,045
Minority Clients Counseled (all sessions)	5	36	13	277	199
Women Clients Counseled (all sessions)	9	53	23	414	280
<b>Entrepreneurship Center Clients Served</b>					
EC Clients Assisted	39	876	417	7,773	7,773
EC Clients # of Challenge Grants	9	159	37	717	717
EC Clients \$ Vallue of Challenge Grants	\$77,000	\$996,482	\$264,888	\$4,079,084	\$4,079,084
EC Clients Capital Leveraged	\$2,711,500	\$69,668,308	\$45,779,988	\$353,174,369	\$353,174,369
EC Clients Jobs Created	39	1,605	604	6,714	6,714
EC Clients Jobs Retained	459	3,385	1,257	9,243	9,243